

Message Text

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PAGE 01 STATE 011324
ORIGIN COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 XMB-04 OPIC-06 /027 R

DRAFTED BY COMM/BIC/OED/SIPS/JTHARDISTY/SG
APPROVED BY EB/OCA/CD:EMSACCHET
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
STATE/EA/IMS/ADORNHEIM
COMM/DIBA/BIC/OIM/VWEBBERT
EXIM BANK/JFITZGERALD

-----181518Z 080483 /65

R 181443Z JAN 77
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA

UNCLAS STATE 011324

E.O. 11652: NA

TAGS: BEXP, ID

SUBJECT: PRODUCT OPPORTUNITY - AIRPORT RESCUE AND FIRE
--- FIGHTING EQUIPMENT

REF: A. JAKARTA 11359; O. JAKARTA 11092; C. USDOC 14394
D. JAKARTA 10747; E. JAKARTA 9518

1. BY REFTEL E OF JULY 21, 1976, EMBASSY BROUGHT TO ATTENTION OF USDOC REQUIREMENT FOR AIRPORT RESCUE AND FIRE FIGHTING EQUIPMENT. SEVERAL U.S. FIRMS WERE INTERESTED BUT COULD NOT PARTICIPATE BECAUSE OF FAILURE OF GOI TO GRANT EXTENSION OF BID DEADLINE (REFTELS A-C). STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OF USDOC HAS NOW BEEN TOLD BY LARGE U.S. CRASH TRUCK MANUFACTURER (OSHKOSH) THAT IT HAS BEEN APPROACHED BY WHAT APPEARS TO BE A TRADING COMPANY (UNITED OVERSEAS INVESTMENT COMPANY) WITH INFORMATION UNCLASSIFIED

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THAT THE REQUIREMENT STILL EXISTS AND THAT THEY (UNITED OVERSEAS) HOLD TENDER DOCUMENTS. OSHKOSH UNDERSTANDS THAT PREQUALIFICATION FOR SUPPLY OF VEHICLES HAS PASSED AND THAT THE ONLY WAY THEY CAN BID IS THROUGH UNITED OVERSEAS OR SOME OTHER FIRM WHICH HAS PREQUALIFIED.

2. SIPS CAN FIND NO UPDATE OF REFTEL A TO INDICATE THAT

THIS IS SAME PROCUREMENT THAT WAS ANNOUNCED IN JULY 1976.
HOWEVER EQUIPMENT SPECIFIED IN LATEST REQUEST FOR BIDS IS
IDENTICAL TO T002 (REFTEL E). SALE FOR BOTH IS BEING
HANDLED BY DEPT. OF TRANSPORT, COMMUNICATIONS AND TOURISM.
AS EMBASSY AWARE, EXIM HAS BEEN APPROACHED BY ANOTHER
SUPPLIER FOR INSURANCE ON THIS REQUIREMENT.

3. ACTION REQUESTED: ACCORDING TO D AND B REPORT,
UNITED OVERSEAS INVESTMENT CO. HAS ASSOCIATE LOCATED IN
JAKARTA. HAS EMBASSY ANY KNOWLEDGE OF UNITED OVERSEAS OR
KNOW OF ANY EXPERIENCE THEY MAY HAVE IN BIDDING ON GOI
PROJECTS? IS THIS LATEST INVITATION TO BID REISSUE OF MID
1976 TENDER? IS IT STILL POSSIBLE FOR OSHKOSH OR ANY
OTHER U.S. PREQUALIFY IN ORDER TO BID DIRECTLY OR, IF
UNABLE TO PREQUALIFY, MUST THEY BID THROUGH PARTY SUCH AS
UNITED OVERSEAS? IS MINIMUM EIGHT YEAR TERM FOR FINANCING
FIRM AS WE HAVE BEEN LED TO UNDERSTAND?
KISSINGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 18-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE011324
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/JTHARDISTY/SG
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Executive Order: N/A
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Film Number: D770018-0695
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From: STATE
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ISecure: 1
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Litigation Codes:
Litigation History:
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Original Previous Classification: n/a
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